



Veterans & Service-Disabled Small Business Conference

December 7

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President APTAC



What is APTAC?

National Association of 500+ dedicated procurement professionals nationwide that provide, at little or no cost, a wide range of assistance to the small business community.



What is a PTAC?

PTACs are the bridge between buyer and supplier, bringing to bear both their knowledge of government contracting and the capabilities of contractors to maximize fast, reliable service to our government with better quality and at lower costs, thereby supporting and extending DLA's mission of providing the best value goods and services to America's Armed Forces and other government agencies.



What is a PTAC? (continued)

The 92 PTACs (Procurement Technical Assistance Centers) have more than 252 local offices that serve 47 states and Puerto Rico. PTACs are mandated by Congress and funded by the Department of Defense - Defense Logistics Agency.



PTAC Mission

- provide businesses nationwide with an understanding of the requirements and guidelines of government contracting and the marketing know-how they need to obtain and successfully perform under federal, state, and local government contracts
- **maximize support for the war fighter** by improving supplier accessibility and supply chain management



PTAC Mission (continued)

- improve local economies by helping US businesses successfully compete for government contracts, thereby creating and retaining jobs and bringing other economic benefits to states and local communities, and
- support government agency efforts to meet their mandated small business goals for contracting dollars.



Good News!

- PTAC clients were awarded contracts totaling \$13.328 billion (up from \$10.876), creating or retaining 417,425 jobs (up from 354,445)
- With the PTACs funded at a total level of \$22.3 for this time period, this represents a return of \$597.70 for every federal dollar spent on the program (up from \$585).



PTACs offer a wide range of services, many free of charge, including:

- one-on-one counseling
- training and outreach on a variety of procurement related topics
- RFID (Radio Frequency Identification)
- Basics of Government Contracting
- Military Packaging
- Proposal Writing
- Developing Quality Plans
- Bidder registrations and certifications
- Computerized Bid-Match Service
- Technical specifications and procurement histories



To Locate a PTAC near you

- www.dla.mil/db/procurem.htm
- www.aptac-us.org
- or: Tom Elam, President, APTAC
- 919/715-7272